

Message Text

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ACTION EUR-12

INFO OCT-01 EA-10 IO-13 ISO-00 AID-05 CEA-01 CIAE-00
COME-00 EB-08 FRB-03 INR-07 NSAE-00 SP-02 STR-06
TRSE-00 LAB-04 SIL-01 OMB-01 SS-15 XMB-02 L-03
USIE-00 INRE-00 NSCE-00 SSO-00 /094 W
-----088497 202056Z /63

O R 202029Z JAN 78
FM AMEMBASSY PARIS
TO SECSTATE WASHDC IMMEDIATE 4583
INFO ALL EC CAPITALS
AMEMBASSY CANBERRA
AMEMBASSY OTTAWA
AMEMBASSY TOKYO
AMEMBASSY STOCKHOLM
USMISSION GENEVA

C O N F I D E N T I A L SECTION 01 OF 02 PARIS 01912

USEEC

USMTN

FOR UNDER SECRETARY COOPER

E.O. 11652: GDS
TAGS: ETRD, OECD, EFIN, EEC, FR
SUBJECT: EXPORT CREDITS -- NEGOTIATIONS ON A NEW
INTERNATIONAL AGREEMENT

REF: (A) STATE 015723 (NOTAL); (B) PARIS 01224 (NOTAL)

1. SUMMARY: WITHIN THE PAST 24 HOURS WE HAVE RAISED
THE EXPORT CREDIT QUESTION WITH THE MOST SENIOR LEVELS
IMMEDIATELY AVAILABLE AT THE FOREIGN MINISTRY, THE
MINISTRY OF FOREIGN TRADE AND THE ELYSEE STAFF. IN
PARTICULAR COMMERCE ASSISTANT SECRETARY WEIL HAS PUT
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OUR CASE VIGOROUSLY IN THE COURSE OF HIS PARIS VISIT.
BARRE, ROSSI AND SEVERAL KEY SENIOR OFFICIALS ARE IN
CHINA AND UNLIKELY TO BE AVAILABLE IN TIME TO AFFECT
THE JANUARY 24 MEETING IN BRUSSELS. WE BELIEVE THAT
THE FRENCH GOVERNMENT IS NOW AWARE OF OUR CONCERN, BUT
CANNOT PREDICT WHETHER THEY WILL SHOW ANY ADDITIONAL
FLEXIBILITY NOW. END SUMMARY.

2. ON JANUARY 19, PRIOR TO RECEIPT OF REFTEL A, COMMERCE ASSISTANT SECRETARY WEIL ACCOMPANIED BY EMBASSY ECONOMIC MINISTER MYERSON, RAISED THE EXPORT CREDIT QUESTION WITH CARON DE LA CARRIERE (ACTING DIRECTOR OF EXTERNAL ECONOMIC RELATIONS AT THE FOREIGN TRADE MINISTRY AND THE MOST SENIOR OFFICIAL AVAILABLE WITH ROSSI AND DE MOREL IN CHINA). THOUROT, THE WORKING LEVEL NEGOTIATOR FOR THE FRENCH ON THIS SUBJECT, WAS ALSO PRESENT. WEIL SPELLED OUT OUR CONCERNS AND THE IMPORTANCE OF RESOLVING THIS MATTER. THE FRENCH PARTICIPANTS ARGUED FOR A SIMPLE RENEWAL OF THE EXISTING CONSENSUS, CLAIMING THAT (A) WE ARE NOW PRESSING FOR "SMALL BUT DIFFICULT" CHANGES AND (B) THE EQUILIBRIUM OF INTERESTS NECESSARY FOR CONSENSUS MIGHT BE UPSET THEREBY. WEIL COUNTERED THESE ARGUMENTS ON THEIR MERITS AND ALSO MADE CLEAR THE WASHINGTON POLITICAL CONTEXT.

3. ON JANUARY 20 WEIL AND EMBASSY OFFICERS TALKED WITH BOCHET, THE MOST SENIOR KNOWLEDGABLE OFFICER AT THE FOREIGN MINISTRY IN THE ABSENCE OF FROMENT-MEURICE. WEIL AND MYERSON EMPHASIZED THE POINTS IN REFTEL A UNDERSCORING THE SERIOUS NATURE OF OUR CONCERN. WE SPECIFICALLY ASKED THAT BOCHET CONTACT FROMENT-MEURICE AS SOON AS HE RETURNS TO PARIS SUNDAY NIGHT. BOCHET
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SAID HE WOULD DO SO; THAT FROMENT-MEURICE HAD INDEED INFORMED HIM OF UNDER-SECRETARY COOPER'S EARLIER TALK WITH FROMENT-MEURICE. FROMENT-MEURICE, WHO IS DUE BACK

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AID-05 CEA-01 CIAE-00 COME-00 EB-08 FRB-03 INR-07
NSAE-00 SP-02 STR-06 TRSE-00 LAB-04 SIL-01 OMB-01

SSO-00 NSCE-00 USIE-00 INRE-00 /094 W

-----088489 202108Z /63

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FM AMEMBASSY PARIS

TO SECSTATE WASHDC IMMEDIATE 4584

INFO ALL EC CAPITALS

AMEMBASSY CANBERRA

AMEMBASSY OTTAWA

AMEMBASSY TOKYO

AMEMBASSY STOCKHOLM

USMISSION GENEVA

C O N F I D E N T I A L SECTION 02 OF 02 PARIS 01912

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SUNDAY NIGHT, WILL AGAIN BE OUT OF TOWN MONDAY.

4. ON JANUARY 20 WE ALSO RAISED THE MATTER WITH DUTET OF THE ELYSEE STAFF; INFORMED HIM OF OUR POSITION; EMPHASIZED HIGH-LEVEL POLITICAL CHARACTER OF OUR INSTRUCTIONS; AND STRONGLY URGED THAT HE DO WHATEVER IS POSSIBLE TO BRING ABOUT A MORE POSITIVE FRENCH POSITION. HE MADE NO COMMITMENT BUT PROMISED TO LOOK INTO THE MATTER PROMPTLY.

5. WE ALSO WISH TO RECALL THAT DEPUTY ASSISTANT SECRETARY HORMATS COVERED THIS MATTER WITH PAYE, BARRE'S DIPLOMATIC ADVISOR ON JANUARY 13 (REFTEL B). LASTLY, EMBASSY OFFICERS DISCUSSED THE MATTER AGAIN WITH PEBEREAU AT THE MINISTRY OF FINANCE ON JANUARY 20. HE SAID HE WOULD ATTEMPT TO GIVE US A FURTHER READING BY
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EARLY NEXT WEEK.

6. COMMENT: WITH SO MANY KEY PLAYERS OUT OF TOWN, INCLUDING THE PRIME MINISTER, THERE ARE OBVIOUS LIMITS TO HOW MUCH MORE WE CAN DO BEFORE JANUARY 24. THE EMBASSY BELIEVES THAT THE APPROACHES REPORTED IN THIS MESSAGE SHOULD AT LEAST ACHIEVE THE OBJECTIVE OF HIGH-LEVEL CONSCIOUSNESS-RAISING ON THE EXPORT CREDIT CONSENSUS IN THE FRENCH GOVERNMENT. BUT WE CANNOT PREDICT TO WHAT EXTENT OR HOW QUICKLY FRENCH POSITION WILL SHOW ANY CHANGE. END COMMENT.
HARTMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORTS, AGREEMENTS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 20 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978PARIS01912
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780031-0574
Format: TEL
From: PARIS USEEC
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780140/aaaabhlw.tel
Line Count: 166
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 821dc7e1-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 STATE 15723, 78 PARIS 1224
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 17 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3740688
Secure: OPEN
Status: NATIVE
Subject: EXPORT CREDITS -- NEGOTIATIONS ON A NEW INTERNATIONAL AGREEMENT
TAGS: ETRD, EFIN, FR, OECD, EEC
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/821dc7e1-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014